

To: Campbell, Judy
From: Snow, Robert
Posted: 4/20/98 12:10
Opened: 4/20/98 13:23
Subject: Doral June CTS Promotions

Judy,

The attached represents those retail accounts in the Boston Region being supplied by Buffalo DA's. As information, Joyce will transfer 1 case of each style for the Doral B4G1F (promotion # 800532) and 10 cases each brand style for the Doral B8G2F (promotion # 800541) and will pull from you based upon your templates.

As information, we will not be utilizing the Boston Region DAs to ship displays or POS for this promotion.

Should you have any questions, please advise.

Sincerely,
Bob Snow

CC: Doucette, Joyce

| | | |
|-----------------------------------|-----------------------------|--------------------|
| <u>To Boston</u> B4G1F 4 Cases | <u>To Buffalo</u> 1 Case | 3 Cases to Boston |
| <u>To Pitts</u> B4G1F 13 Cases | <u>To Bflo</u> 1 Case | 12 to <u>Pitts</u> |

51861 1725

| OUTSIDE REGIONS: 1110 | | | | | | | | | | | | |
|--|--------|--------------|---------------------|----------------|---------------|--------|------------|--------|----------|----------------------|-----------------|----|
| PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE | | | | | | | | | | | | |
| RETAIL DISTRIBUTION DATE: 6/8/98 | | | | | | | | | | | | |
| DIRECT ACCOUNT TO PLACE 'PRE-SLEEVED' UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL. | | | | | | | | | | | | |
| 7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100 | | | | | | | | | | | | |
| S/REP/REF | R/R | ACCOUNT NAME | ADDRESS | CITY | STATE | CHARGE | ORDER | VAP/ST | VAP/DATE | VAP/SPC | CARTON PER CASE | |
| 162302 | 162325 | 48345 | PAULINS, INC. | BANK STREET | NO BENNINGTON | VT | 5238-00-00 | CS | 503160 | PINE STATE TOB.&CDY. | 932301 | 30 |
| 162302 | 162325 | 623875 | PAULINS GAS & STORE | HISTORIC 7A | SHAFTSBURY | VT | 5238-00-00 | CS | 503160 | PINE STATE TOB.&CDY. | | 30 |
| 162302 | 162325 | 636765 | PAULINS INC. | HISTORIC RT 7A | ARLINGTON | VT | 5238-00-00 | CS | 503160 | PINE STATE TOB.&CDY. | 934497 | 30 |
| 163805 | 163820 | 643523 | SALEM EXXON | 135 S BROADWAY | SALEM | NH | 5474-00-00 | CS | 503160 | PINE STATE TOB.&CDY. | | 30 |
| | | | | | | | | | | | | 4 |
| 112805 | 112827 | 102745 | COLONY FARMS | 1127 MAIN ST | WORCESTER | MA | 00- | CS | 648240 | TBI CORP | 901256 | 30 |
| | | | | | | | | | | | | 1 |

Cases

Cases

9211 19815

4/22/98ROU-B4G1.XLS

OUTSIDE REGIONS: 1710**PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE****RETAIL DISTRIBUTION DATE: 6/8/98****DIRECT ACCOUNT TO PLACE 'PRE-SLEEVED' UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL.****7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100**

| S/REP | R/REP | PIR | ACCOUNT NAME | ADDRESS | CITY | STATE | CHANGED | SECTION | AD | SK | VAP NAME | VAP SPLY | # CARTONS | PER STYLE |
|--------|--------|--------|----------------------|---------------------|-----------------|-------|------------|---------|--------|---------------------|----------|----------|-----------|-----------|
| 162204 | 162228 | 396574 | DANDY MINI MART # 5 | RR 1 BOX 63B | TOWANDA | PA | 4127-01-00 | CS | 276331 | FLEMING CO./ALTOONA | 3275 | 30 | | |
| 162206 | 162234 | 763572 | TOTALLY TOBACCO | 1706 ORISKANY ST W | UTICA | NY | 3438-00-00 | CS | 276331 | FLEMING CO./ALTOONA | | 30 | | |
| 162606 | 162628 | 776606 | CHOICE STORE 44056 | 195 E MAIN ST | BRADFORD | PA | 0578-01-00 | CS | 276331 | FLEMING CO./ALTOONA | | 30 | | |
| 162607 | 162627 | 747718 | CHOICE STORE #44122 | ROUTE 144 | MILESBERG | PA | 0578-01-00 | CS | 276331 | FLEMING CO./ALTOONA | | 30 | | |
| 162607 | 162628 | 757617 | CHOICE STORE #44070 | 215 PENNSYLVANIA AV | WARREN | PA | 0578-01-00 | CS | 276331 | FLEMING CO./ALTOONA | | 30 | | |
| 162607 | 162228 | 698700 | DANDY MINI MART #22 | RR 2 BOX 41B | MILLERTON | PA | 4127-01-00 | CS | 276331 | FLEMING CO./ALTOONA | 3292 | 30 | | |
| 162607 | 162228 | 759908 | DANDY MINI MART #25 | 71 MAIN ST | LAWRENCEVILLE | PA | 4127-01-00 | CS | 276331 | FLEMING CO./ALTOONA | 3295 | 30 | | |
| | | | | | | | | | | | | 7 | CASES | |
| 162204 | 162223 | 635914 | SMOKIN JOES TOB SHOP | SR 171 | SUSQUEHANNA | PA | 0525-00-00 | CS | 425810 | MILLER DISTRIB. INC | | 30 | | |
| 162204 | 162223 | 674333 | SMOKIN JOES | 270 W ROOSEVELT HW | WAYMART | PA | 0525-00-00 | CS | 425810 | MILLER DISTRIB. INC | | 30 | | |
| 162204 | 162223 | 705046 | SMOKIN JOES TOB SHOP | RR 1 BOX 1655 | FRIENDSVILLE | PA | 0525-00-00 | CS | 425810 | MILLER DISTRIB. INC | | 30 | | |
| 162204 | 162228 | 676785 | SMOKIN JOES TOB SHOP | 300 N ELMIRA ST | SAYRE | PA | 0525-00-00 | CS | 425810 | MILLER DISTRIB. INC | | 30 | | |
| 162209 | 162221 | 689353 | SMOKIN JOES TOBACCO | 751 MILFORD RD | EAST STROUDSBUR | PA | 0525-00-00 | CS | 425810 | MILLER DISTRIB. INC | | 30 | | |
| 162607 | 162228 | 750649 | SMOKIN JOE'S | 140 EAST AVE | WELLSBORO | PA | 0525-00-00 | CS | 425810 | MILLER DISTRIB. INC | | 30 | | |
| | | | | | | | | | | | | 6 | CASES | |
| 173001 | 173022 | 844738 | SMOKERS OUTLET M0374 | 302 E CENTRAL | TITUSVILLE | PA | 0565-01-00 | CS | 649920 | TRIPIFOODS INC. | 1331 | 10 | | |
| 173001 | 173020 | 168544 | SMOKERS OUTLET M0149 | 7760 PEACH ST | ERIE | PA | 0565-01-00 | CS | 649920 | TRIPIFOODS INC. | 1330 | 10 | | |
| 173806 | 173820 | 183750 | GRAND SMOKE SHOP | 231 W MINE ST | HAZELTON | PA | 00- | CS | 761406 | KLEIN CANDY | 941229 | 10 | | |
| | | | | | | | | | | | | 1 | CASES | |

504 SMS504N1

SALES MATERIALS SYSTEM

05/05/98 14:21

ALLOCATION TRANSFER INQUIRY

FN ____

Item Number.....: 542195 DORAL CTS B4G1F DISPLAY KIT - 6/98

Optional: From Location: _____ To 16XXXX

Optional: Starting Date: _____ (YYMMDD) << Found 3 transfers >>

Amount From To Date ----- User Transferring Information -----

276 PROMO 16XXXX 03/02/98 855 WGDEC S WALL (336) 741-7517

6 67XXXX 16XXXX 04/21/98 S16 WS216 67XX S FURNESS (810) 377-4113

12 17XXXX 16XXXX 04/24/98 S16 WSAPC 17XX R VESCHIO (412) 257-9760

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Help

Retrn

Bkwrđ Frwrđ

Main

51861 1728

504 SMS504N1

SALES MATERIALS SYSTEM

05/05/98 14:21

ALLOCATION TRANSFER INQUIRY

FN ____

Item Number.....: 542195 DORAL CTS B4G1F DISPLAY KIT - 6/98

Optional: From Location: 16XXXX To _____

Optional: Starting Date: _____ (YYMMDD) << Found 1 transfers >>

Amount From To Date ----- User Transferring Information -----

84 16XXXX 17XXXX 04/22/98 506 WSARK 16XX J CAMPBELL (716) 634-4179

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Help Retrnr Bkwrdr Frwrdr Main

51861 1729

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

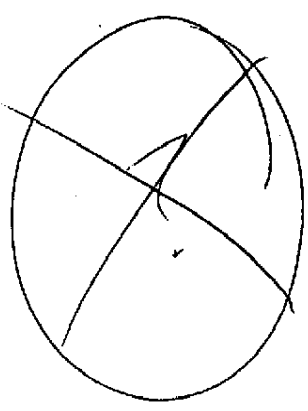
PAGE: 17
DATE: 98-04-20
TIME: 08:35 AMWHOLESALE : 375878 MCLANE NORTHEAST CORP. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN 86G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

MC

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|-------------------|-------------------|-------------------|--------------------------------|-------------------------|----------------------|---------------|------------------|------------------|-----|----------------------|-------------------|---------------------------|
| 193208 | 133226 | 664562 | WESS STATION #38849 | 201 BROADWAY | BETHLEHEM | PA | 18018 | 1 PER | | 0353-0203 | 900167 | (610) 866-0509 |
| 672405 | | 664437 | SAM'S CLUB 8291 | G-4373 CORUNNA RD | FLINT | MI | 48532 | 3 | | 9501-0300 | | (810) 230-6700 |
| 672406 | | 663995 | SAM'S CLUB 6663 | 5417 BAY RD | SAGINAW | MI | 48604 | 1 | | 9501-0300 | | (517) 793-5400 |
| 673006 | | 664430 | SAM'S CLUB 6665 | 495 SUMMIT DR | WATERFORD | MI | 48328 | 1 | | 9501-0300 | | (248) 738-5400 |
| 673206 | | 706438 | SAM'S CLUB 6657 | 24800 HAGGERTY RD | FARMINGTON | MI | 48335 | 1 MI | | 9501-0300 | | (248) 473-8294 |
| 673207 | | 664432 | SAM'S CLUB 6667 | 5450 CARPENTER RD | YPSILANTI | MI | 48197 | 1 | | 9501-0300 | 1 Case | (313) 434-1500 |

PAGE BREAK TOTAL ACCOUNTS 6 TOTAL QUANTITY

TEMPLATE TOTAL ACCOUNTS 6 TOTAL QUANTITY

8
x Displays
12

B4G1F

51861 1730

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

03/19/98 02:14 PM

NEXT-FN :

| | | | | | | |
|-----------------|---------------|-------|-------|-------|-------|-------|
| SALES LEVEL: 16 | BUFFALO REGIO | DORAL | DORAL | DOAL | DORAL | DORAL |
| PROMOTION | : 800532 | LT | LT | 100 | MEN | ULT |
| PERIOD | : 806-00 | B8G2F | 100 | B8G2F | LT | LT |
| | | | B8G2F | | 100 | 100 |
| | | | | | B8G2F | B8G2F |
| | ALLOCATION: | 46 | 46 | 46 | 46 | 46 |
| SALES LEVEL | AVAILABLE : | 46 | 46 | 46 | 46 | 46 |

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Quit Retrn RIGHT Main

51861 1731

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

03/19/98 02:14 PM

NEXT-FN :

| | | | | |
|--------------|----|---------------|-------|-------|
| SALES LEVEL: | 16 | BUFFALO REGIO | DORAL | DORAL |
| PROMOTION | : | 800532 | BOX | LT |
| PERIOD | : | 806-00 | 100 | BOX |
| | | | B8G2F | 100 |
| | | | | B8G2F |
| | | ALLOCATION: | 46 | 46 |
| SALES LEVEL | | AVAILABLE : | 46 | 46 |

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Quit Retrnl LEFT Main

51861 1732

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800532 80600 DOR JUN B4G1F
 TEMPLATE SEQ : 0912
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------------|---------------------|--------------|----|-------|-----|-----|-----------|----------|---------------|
| 122104 | | 542805 | VIXISHA INC | 451 - 453 ST PAUL | JERSEY CITY | NJ | 07306 | 1 | | | | (201)222-0400 |
| 122201 | 122220 | 808953 | SMOKER'S PARADISE X | 338 TUCKAHOE RD | YONKERS | NY | 10710 | 1 | | 3441-0000 | | |
| 133204 | 133226 | 472685 | BEAR SWAMP BEVERAGE | 100 W MAIN ST | MACUNGIE | PA | 18062 | 1 | | | | (610)966-2160 |
| 133204 | 133226 | 894045 | TREON | 1027 W BROAD ST | BETHLEHEM | PA | 18018 | 1 | | | | (215)865-2921 |
| 133204 | 133221 | 806948 | FAMILY CENTER | 810 HAMILTON MALL | ALLENTOWN | PA | 18101 | 1 | | | | (610)434-7344 |
| 133205 | 133229 | 540772 | COLE TOBACCOLAND | 213 HIGH STREET | POTTSTOWN | PA | 19464 | 1 | | | | (610)323-6060 |
| 133208 | 133226 | 505459 | LU CO CUT RATE | 247 NORTHAMPTON S | EASTON | PA | 18042 | 1 | | | | (610)258-3561 |
| 133208 | 133226 | 604382 | RIVERSIDE EXXON | 158-160 SOUTH 3RD | EASTON | PA | 18042 | 1 | | | | (610)253-5909 |
| 162209 | 162229 | 739242 | TOBACCO ROAD V | FOUNTAIN SPRING P | TANNERSVILLE | PA | 18372 | 6 | | 4058-0000 | | (717)688-1075 |
| 162209 | 162229 | 646088 | TOBACCO ROAD 111 | RT 590 | HAMLIN | PA | 18427 | 6 | | 4058-0000 | | (717)689-7525 |
| 162209 | 162229 | 687425 | TOBACCO ROAD IV | ROUTE 940 MT POCONO | MOUNT POCONO | PA | 18344 | 6 | | 4058-0000 | | (717)839-1838 |
| 162209 | 162223 | 469492 | TOBACCO ROAD I INC | ALTIER PLAZA ROUT | MAYFIELD | PA | 18433 | 6 | | 4058-0000 | | (717)876-5023 |
| 162209 | 162227 | 584016 | TOBACCO ROAD II INC | ALPINE PLAZA | HONESDALE | PA | 18431 | 6 | | 4058-0000 | | (717)253-0238 |
| 162210 | 162227 | 738953 | TOBACCO ROAD VI | WESTFALL TOWN CEN | MATAMORAS | PA | 18336 | 6 | | 4058-0000 | | (717)491-5301 |
| 173806 | 173820 | 183750 | GRAND SMOKE SHOP | 231 W MINE ST | HAZLETON | PA | 18201 | 6 | | | 941229 | (717)454-2202 |

PAGE BREAK TOTAL ACCOUNTS 15 TOTAL QUANTITY 45

TEMPLATE TOTAL ACCOUNTS 15 TOTAL QUANTITY 45

***** END OF REPORT FOR PROMOTION 800532 *****